

Sonos, Inc.'s Opp'n to Google LLC's Motion *In Limine* No. 4

EXHIBIT B

IN THE UNITED STATES DISTRICT COURT
FOR THE NORTHERN DISTRICT OF CALIFORNIA

GOOGLE LLC,

Plaintiff,

vs.

No. 3:20-cv-6754

SONOS, INC.,

Defendant.

1

-- HIGHLY CONFIDENTIAL, ATTORNEYS' EYES ONLY --

VIDEO-RECORDED FEDERAL RULE 30(B)(6) DEPOSITION OF

GOOGLE LLC, BY CHRISTOPHER CHAN

Remote Zoom Proceedings

Oakland, California

Tuesday, November 29, 2022

23 | REPORTED BY:

LESLIE ROCKWOOD ROSAS, RPR, CSR 3462

25 Pages 1 - 134

Job No. 5594471

1 IN THE UNITED STATES DISTRICT COURT
2 FOR THE NORTHERN DISTRICT OF CALIFORNIA
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5 GOOGLE LLC,
6 Plaintiff,
7 vs. No. 3:20-cv-06754
8 SONOS, INC.,
9 Defendant.

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12 -- HIGHLY CONFIDENTIAL, ATTORNEYS' EYES ONLY --
13
14 Video-recorded Federal Rule 30(b)(6) deposition
15 of GOOGLE LLC, by CHRISTOPHER CHAN, taken on behalf of
16 the Defendant, Remote Zoom Proceedings from Oakland,
17 California, beginning at 9:06 a.m. Pacific Standard Time
18 and ending at 2:27 p.m. Pacific Standard Time, on
19 Tuesday, November 29, 2022, before Leslie Rockwood Rosas,
20 RPR, Certified Shorthand Reporter No. 3462.
21
22
23
24
25

1 APPEARANCES :

2
3 FOR THE PLAINTIFF :

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11
12 FOR THE DEFENDANT :

13 QUINN EMANUEL URQUHART & SULLIVAN LLP

14 BY: JAMES D. JUDAH, ESQ.

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16 San Francisco, California 94111

17 (415) 785-6420

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19
20 Also Present :

21 Patrick Weston, Google Inhouse Counsel

22 David West, Videographer

23

24

25

I N D E X

TUESDAY, NOVEMBER 29, 2022

WITNESS

EXAMINATION

CHRISTOPHER CHAN

BY MR. SULLIVAN

11

QUESTIONS WITNESS INSTRUCTED NOT TO ANSWER:

(NONE)

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1 (Exhibit 1274, Spreadsheet,
2 GOOG-SONOSNDCA-00117828, was marked for
3 identification by counsel electronically.)
4 (Exhibit 1275, Spreadsheet,
5 GOOG-SONOSNDCA-00117829, was marked for
6 identification by counsel electronically.)
7 (Exhibit 1276, Spreadsheet,
8 GOOG-SONOSNDCA-00075635, was marked for
9 identification by counsel electronically.)

10 --oo-- 09:06:14

11 THE VIDEOGRAPHER: Good morning. We are on the
12 record. The time is 9:06 a.m., and that is Pacific time.

13 The date today is November 29th, 2022.

14 Please note that this deposition is being
15 conducted virtually. Quality of recording depends on the 09:06:57
16 quality of camera and internet connection of
17 participants. What is seen from the witness and heard on
18 screen is what will be recorded.

19 Audio and video recording will continue to take
20 place unless all parties agree to go off the record. 09:07:12

21 This is Media Unit 1 of the video-recorded
22 deposition of Chris Chan, taken by counsel for Sonos,
23 Inc., in the matter of Sonos, Inc., versus Google LLC,
24 and Google LLC versus Sonos, Inc., filed in the United
25 States District Court for the Northern District of 09:07:30

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1 California, Case Number 3:21-cv-07559-WHA and
2 3:20-cv-06754-WHA.

3 The deposition is being conducted remotely using
4 virtual technology. My name is David West. I am the
5 videographer. The court reporter is Leslie Rosas. We 09:07:53
6 represent Veritext Legal Solutions.

7 I am not related to any party in this action nor
8 am I financially interested in the outcome.

9 If there are any objections to proceeding,
10 please state them at the time of your appearance. 09:08:06

11 Counsel and all present will now state their
12 appearances and affiliations for the record, beginning
13 with the noticing attorney.

14 MR. SULLIVAN: Yeah, this is Sean Sullivan from
15 Lee Sullivan Shea & Smith LLP on behalf of Sonos, Inc. 09:08:20

16 MR. JUDAH: James Judah on behalf of Google,
17 with Quinn Emanuel.

18 THE REPORTER: Mr. Weston?

19 MR. WESTON: Apologies. I was stuck on mute.

20 I'm Patrick Weston, inhouse counsel from Google. 09:08:42

21 THE VIDEOGRAPHER: Go ahead, Leslie.

22 THE REPORTER: Thank you.

23 Mr. Chan, if you would raise your right hand,
24 please, I'll swear you in. Thank you.

25 You do solemnly state that the evidence you 09:08:50

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1 shall give in this matter shall be the truth, the whole
2 truth, and nothing but the truth, so help you God?

3 THE WITNESS: Yes.

4 THE REPORTER: Thank you.

5 You may proceed, Counsel.

09:09:03

6

7 EXAMINATION

8 BY MR. SULLIVAN:

9 Q. Good morning, Mr. Chan.

10 A. Good morning.

09:09:08

11 Q. Could you please state and spell your full name
12 for the record.

13 A. Christopher Chan, C-H-R-I-S-T-O-P-H-E-R,
14 C-H-A-N.

15 Q. And what town do you live in?

09:09:23

16 A. Oakland.

17 Q. Okay. Are you at your home right now for this
18 deposition?

19 A. Yes, I am.

20 Q. And have you been deposed before?

09:09:33

21 A. Yes.

22 Q. About how many times?

23 A. I think once.

24 Q. Okay. Was that the ITC case between Google and
25 Sonos?

09:09:46

HIGHLY CONFIDENTIAL - ATTORNEYS EYES ONLY

1 market?

2 MR. JUDAH: Objection. Form.

3 THE WITNESS: There might be in the minds of
4 some people, but I don't know.5 Q. BY MR. SULLIVAN: Does Google compete with Sonos 13:35:22
6 if the smart speaker market?

7 MR. JUDAH: Objection. Form.

8 THE WITNESS: I view Amazon as a more direct
9 competitor of Google for smart speakers.10 Q. BY MR. SULLIVAN: I'm well aware that you 13:35:37
11 compete with Amazon. But my question is: Does Google
12 compete with Sonos in the smart speaker market?

13 MR. JUDAH: Objection. Form.

14 THE WITNESS: I don't really see much
15 competition there. 13:35:53

16 Q. BY MR. SULLIVAN: Why not?

17 MR. JUDAH: Same objection.

18 THE WITNESS: Because the offerings are at
19 different price points, and to put it another way, I
20 think when people are looking for Sonos products, they're 13:36:06
21 looking for the speaker, and for -- when they're looking
22 at Google products, they're looking more for the smart.23 Q. BY MR. SULLIVAN: Well, again, you know,
24 Google -- sorry.

25 Again, Sonos sells smart speakers; right? 13:36:29

HIGHLY CONFIDENTIAL - ATTORNEYS EYES ONLY

1 A. I'm aware Sonos selling -- Sonos 1 smart
2 speakers, yes.

3 Q. Okay. And you're saying the Sonos 1 doesn't
4 compete with any of Google's smart speakers?

5 MR. JUDAH: Objection. Form.

13:36:50

6 THE WITNESS: I can see that for some -- some
7 users, they might be deciding between Sonos 1 and Nest
8 Audio, but the price points are quite different, and
9 ultimately, they are different ecosystems. So I don't
10 know how much of a competition it actually is.

13:37:05

11 Q. BY MR. SULLIVAN: What do you mean they're in
12 different ecosystems?

13 A. So what I mean by that is the Sonos devices are
14 in the Sonos ecosystem and that Nest smart speakers are
15 in the Nest ecosystem.

13:37:27

16 Q. What do you mean by the term "ecosystem"?

17 A. By "ecosystem," I mean a set of devices under
18 the same brand.

19 Q. Does the ecosystem affect what speaker a user
20 purchases?

13:38:01

21 MR. JUDAH: Objection. Form. Objection.
22 Outside -- to the extent it's outside the scope.

23 THE WITNESS: I think that's the hope, but I
24 haven't seen much data in regards to the Nest ecosystem.

25 Q. BY MR. SULLIVAN: So if somebody buys a Nest

13:38:17

1 speaker, they become part of the Nest ecosystem; is that
2 right?

3 MR. JUDAH: Objection. Form. Objection.
4 Outside the scope.

5 THE WITNESS: That's the intent, but I haven't 13:38:38
6 seen strong data to support it.

7 Q. BY MR. SULLIVAN: If someone buys a Sonos
8 speaker, then they would be in the Sonos ecosystem;
9 right?

10 MR. JUDAH: Same objections. 13:38:50

11 THE WITNESS: That sounds right.

12 Q. BY MR. SULLIVAN: And if they're in the Nest
13 ecosystem, when they buy their second speaker, they'd
14 likely purchase a Nest speaker for that second speaker;
15 right? 13:39:12

16 MR. JUDAH: Objection. Form.

17 THE WITNESS: That's the hope, but I haven't
18 seen strong data that suggests the narrative that you are
19 describing.

20 Q. BY MR. SULLIVAN: Well, are you aware of anyone 13:39:23
21 buying a Nest speaker and then turning around and buying
22 a Sonos speaker as a second speaker?

23 MR. JUDAH: Objection. Form.

24 THE WITNESS: I'm sure they exist.

25 Q. BY MR. SULLIVAN: You're sure they exist, but I 13:39:44

HIGHLY CONFIDENTIAL - ATTORNEYS EYES ONLY

1 thought you said that they don't compete; right?

2 MR. JUDAH: Objection. Form.

3 THE WITNESS: Yes, that that was my like general
4 view about competition.

5 Q. BY MR. SULLIVAN: So Google and Sonos don't 13:40:02
6 compete, but you're aware of the fact that somebody that
7 bought a Google speaker as a first speaker may buy a
8 Sonos speaker as a second speaker.

9 Did I get that right?

10 MR. JUDAH: Objection. Form. 13:40:25

11 THE WITNESS: I was saying I'm sure they
12 probably exist, but I have not seen concrete data to that
13 effect.

14 Q. BY MR. SULLIVAN: Well, how are you sure that
15 they probably exist if you're also sure that Google and 13:40:37
16 Sonos don't compete with each other?

17 MR. JUDAH: Objection. Form.

18 THE WITNESS: I'm struggling with the
19 correlation between ownership of multiple devices with
20 different brands and competition. 13:40:50

21 Q. BY MR. SULLIVAN: Well, if you're buying
22 Google's speakers, you're not buying Sonos' speakers;
23 right?

24 MR. JUDAH: Objection. Form.

25 THE WITNESS: Well, I don't know if I agree with 13:41:02

1 STATE OF CALIFORNIA) ss:

2 COUNTY OF MARIN)

3
4 I, LESLIE ROCKWOOD ROSAS, RPR, CSR NO. 3462, do
5 hereby certify:

6 That the foregoing deposition testimony was
7 taken before me at the time and place therein set forth
8 and at which time the witness was administered the oath;

9 That testimony of the witness and all objections
10 made by counsel at the time of the examination were
11 recorded stenographically by me, and were thereafter
12 transcribed under my direction and supervision, and that
13 the foregoing pages contain a full, true and accurate
14 record of all proceedings and testimony to the best of my
15 skill and ability.

16 I further certify that I am neither counsel for
17 any party to said action, nor am I related to any party
18 to said action, nor am I in any way interested in the
19 outcome thereof.

20 IN WITNESS WHEREOF, I have subscribed my name
21 this 30th day of November, 2022.

22
23 
24

25 LESLIE ROCKWOOD ROSAS, RPR, CSR NO. 3462

ERRATA SHEET

Case Names: *Google LLC v. Sonos, Inc.*
 Case No. 3:20-cv-06754-WHA

Sonos, Inc. v. Google LLC
 Case No. 3:21-cv-07559-WHA

Deposition Date: November 29, 2022

Deponent: Christopher Chan

I, Christopher Chan, do hereby certify that I read the foregoing transcript of my testimony taken on November 29, 2022, and further certify that it is a true and accurate record of my testimony, with the exception of the corrections listed below:

Page	Line	Now Reads	Should Read	Reason
14	6	Balance	Valens	Transcription error
20	13	Rings	brings	Transcription error
25	15	Key counsel	PCounsel	Transcription error
28	5	antics	analytics	Transcription error
38	9	a map	an app	Transcription error
43	1	map	app	Transcription error
48	5	TV HTML 5	TVHTML5	Transcription error
55	24	carrying	Pairing	Transcription error
72	3	stayed	installed	Transcription error
73	20	stored	storage	Transcription error
122	2	Google assistant home control	Google Assistant, home control	Transcription error

Dated: _____

By: 
 Christopher Chan